



**THOMAS L. GARTHWAITE, M.D.**  
Director and Chief Medical Officer

**FRED LEAF**  
Chief Operating Officer

COUNTY OF LOS ANGELES  
DEPARTMENT OF HEALTH SERVICES  
313 N. Figueroa, Los Angeles, CA 90012  
(213) 240-8101

BOARD OF SUPERVISORS

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May 19, 2005

The Honorable Board of Supervisors  
County of Los Angeles  
383 Kenneth Hahn Hall of Administration  
500 West Temple Street  
Los Angeles, California 90012

Dear Supervisors:

**APPROVAL OF AMENDMENT NO. 4 TO AGREEMENT NO. H-213354 WITH  
HILL-ROM COMPANY FOR BED MAINTENANCE AND REPAIR SERVICES  
AT HARBOR/UCLA MEDICAL CENTER, LAC+USC HEALTHCARE NETWORK,  
AND OLIVE VIEW/UCLA MEDICAL CENTER  
(1st, 4th, and 5th Districts) (3 Votes)**

**IT IS RECOMMENDED THAT YOUR BOARD:**

Approve and instruct the Director of Health Services, or his designee, to sign Amendment No. 4 to Agreement No. H-213354 with the Hill-Rom Company for the continued provision of hospital bed maintenance and as-needed repair services for the Intensive Care Units and total care beds at Harbor/UCLA Medical Center, LAC+USC Healthcare Network, and Olive View/UCLA Medical Center, effective July 1, 2005 through December 31, 2005, at a maximum net County cost of \$99,122.

**PURPOSE/JUSTIFICATION OF RECOMMENDED ACTION:**

In approving the recommended action, the Board is providing for the uninterrupted provision of preventive bed maintenance and as-needed repair services, including all parts and labor, by the Hill-Rom Company (Hill-Rom) at Harbor/UCLA Medical Center (H/UCLA MC), LAC+USC Healthcare Network (LAC+USC), and Olive View-UCLA Medical Center (Olive View MC), effective July 1, 2005 through December 31, 2005. During the extension period, the Department of Health Services (DHS or Department) will issue a Proposition A Invitation for Bids (IFB) to award a new agreement for the provision of hospital bed maintenance and repair services.

FISCAL IMPACT/FINANCING:

The maximum net County cost for the provision of preventive bed maintenance and repair services at the three medical facilities for the six month extension period, at the same fee-for-service rate, is as follows: at H/UCLA MC the maximum cost is \$43,122, at LAC+USC the maximum cost is \$29,000, and at Olive View MC the maximum cost is \$27,000, or a total maximum obligation of \$99,122.

Funding is included in the Fiscal Year 2005-06 Proposed Budget.

FACTS AND PROVISIONS/LEGAL REQUIREMENTS:

H/UCLA MC, LAC+USC, and Olive View MC have a combined total of more than 1,000 beds, manufactured by Hill-Rom, that require routine maintenance and repair services. Neither Martin Luther King, Jr./Drew Medical Center nor Rancho Los Amigos National Rehabilitation Center have a need for these services at this time.

On March 19, 2002, the Board approved a sole source agreement with Hill-Rom to provide preventive hospital bed maintenance and as-needed repair services, including all parts and labor, for the Intensive Care Units and total care beds at the three County facilities, effective upon Board approval through August 31, 2002.

On July 30, 2002, the Board approved Amendment No. 1 to Agreement No. H-213354 with Hill-Rom to continue the provision of hospital bed maintenance and repair services at the three County facilities, effective September 1, 2002 through June 30, 2003.

Subsequently, the Board approved Amendment Nos. 2 and 3 for the period beginning July 1, 2003 through June 30, 2005, as an interim measure pending the completion of Master Agreements that the Department intended to develop to cover a variety of services, including all the equipment maintenance and repair services. The Department recently decided not to develop the Master Agreements.

Amendment No. 4 will be effective July 1, 2005 through December 31, 2005. During the extension period, the Department will issue a Proposition A IFB to award a new agreement for the provision of hospital bed maintenance and repair services. In addition, it is anticipated that the facilities' Mechanical Departments will begin to provide a greater portion of the services, thus reducing the need to rely on contractors for these services.

The existing Agreement contains the latest provisions regarding contractor's acknowledgment of County's commitment to the Safely Surrendered Baby Law and payment for services provided following expiration/termination of the contract.

The administrative staff at the three County facilities will continue to monitor the contractor's performance to assure compliance with the terms and conditions of the Agreement.

Attachment A provides additional information.

The Honorable Board of Supervisors  
May 19, 2005  
Page 3

County Counsel has approved the Amendment (Exhibit I) as to use and form.

CONTRACTING PROCESS:

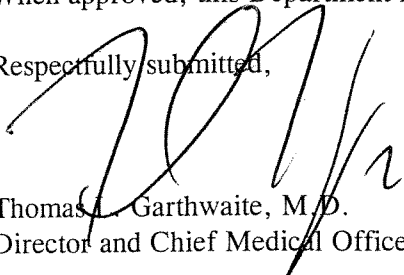
On March 19, 2002, the Board approved the current Agreement with Hill-Rom which was selected on a sole source basis to provide preventive maintenance and as-needed repair services to hospital beds manufactured by Hill-Rom. During the extension period, the Department will issue a Proposition A IFB to award a new agreement for the provision of hospital bed maintenance and repair services.

IMPACT OF CURRENT SERVICES (OR PROJECTS):

Approval of Amendment No. 4 will ensure the continued and uninterrupted provision of hospital bed maintenance and repair services at H/UCLA MC, LAC+USC, and Olive View MC.

When approved, this Department requires three signed copies of the Board's action.

Respectfully submitted,



Thomas L. Garthwaite, M.D.  
Director and Chief Medical Officer

TLG:daz

Attachment (1)

c: Chief Administrative Officer  
County Counsel  
Executive Officer, Board of Supervisors  
Auditor Controller

BLETCD3858.DZ

**SUMMARY OF AMENDMENT**

1. **TYPE OF SERVICE:**

Preventive bed maintenance and as-needed repair services, including all parts and labor, for the Intensive Care Unit and total care beds at Harbor/UCLA Medical Center (H/UCLA MC), LAC+USC Healthcare Network (LAC+USC), and Olive View/UCLA Medical Center (Olive View MC).

2. **AGENCY ADDRESS AND CONTACT PERSON:**

Hill-Rom Company  
1069 State Route 46E  
Batesville, IN 47006  
Attention: Larry Bailey, Sales Manager  
Telephone: (800) 433-6245 Fax: (812) 934-8189

3. **TERM:**

The term of the Amendment will be effective July 1, 2005 and continue through December 31, 2005.

4. **FINANCIAL INFORMATION:**

The maximum net County cost for hospital bed maintenance and repair services at the three County medical facilities is as follows: 1) H/UCLA MC, \$43,122; 2) LAC+USC, \$29,000; and 3) Olive View MC, \$27,000, for a total maximum obligation of \$99,122 for the six-month extension period.

5. **PROGRAM INFORMATION:**

The Amendment will ensure the continued and uninterrupted provision of hospital bed maintenance and repair services at the three County facilities by the Hill-Rom Company.

6. **APPROVALS:**

H/UCLA MC:	Tecla A. Mickoseff, Chief Executive Officer
LAC+USC:	Pete Delgado, Chief Executive Officer
Olive View MC:	Melinda D. Anderson, Chief Executive Officer
Contracts and Grants Division:	Cara O'Neill, Chief
County Counsel (as to form):	Christina A. Salseda, Deputy County Counsel

EXHIBIT I

Contract No. H-213354

HOSPITAL BED MAINTENANCE AND REPAIR SERVICES AGREEMENT

AMENDMENT NO. 4

THIS AMENDMENT is made and entered into this \_\_\_\_\_ day  
of \_\_\_\_\_, 2005,

by and between

COUNTY OF LOS ANGELES  
(hereafter "County"),

and

HILL-ROM COMPANY, INC. (here-  
after "Contractor").

WHEREAS, reference is made to that certain document entitled  
"HOSPITAL BED MAINTENANCE AND REPAIR SERVICES AGREEMENT", dated  
March 19, 2002, and further identified as Agreement No. H-213354,  
and Amendment Nos. 1, 2, and 3 thereto (all hereafter  
"Agreement"); and

WHEREAS, Agreement is slated to expire on June 30, 2005, and  
it is the desire of the parties to extend the term of Agreement  
for up to six (6) months, effective July 1, 2005 through  
December 31, 2005; and

WHEREAS, County intends to complete a competitive selection  
process (i.e., invitation for bids) to award a new contract during  
the contemplated extension; and

WHEREAS, except as set forth herein, it is the desire of the  
parties hereto to extend the terms and conditions set forth in the  
Agreement to apply to and through the term of this Amendment; and

WHEREAS, the Agreement provides that changes to its provisions may be made in the form of a written amendment which is formally approved and executed by the parties.

NOW, THEREFORE, the parties hereby agree as follows:

1. The term of this Agreement is hereby extended for six (6) months from July 1, 2005 through December 31, 2005.

2. To the extent not inconsistent with this Amendment and except as set forth and/or in accordance with terms herein, the parties hereby agree and confirm the terms and conditions as set forth in the Agreement.

3. During the term of this Amendment, Contractor shall be compensated according to the existing payment provisions and rates.

4. Except for the changes set forth hereinabove, Agreement shall not be changed in any other respect by this Amendment.

IN WITNESS WHEREOF, the Board of Supervisors of the County of Los Angeles has caused this Amendment to be subscribed by its

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Director of Health Services, and Contractor has caused this  
Amendment to be subscribed in its behalf by its duly authorized  
officers, the day, month, and year first above written.

COUNTY OF LOS ANGELES

By \_\_\_\_\_  
Thomas L. Garthwaite, M.D.  
Director and Chief Medical  
Officer

\_\_\_\_\_  
HILL-ROM COMPANY, INC.  
Contractor

By \_\_\_\_\_  
Signature

\_\_\_\_\_  
Print Name

Title \_\_\_\_\_  
(AFFIX CORPORATE SEAL HERE)

APPROVED AS TO FORM:  
BY THE OFFICE OF THE COUNTY COUNSEL

APPROVED AS TO CONTRACT  
ADMINISTRATION:

Department of Health Services

By \_\_\_\_\_  
Cara O'Neill, Chief  
Contracts and Grants Division

AMENDCD3857.DZ  
dz:5/18/05